



**ORTHODONTIC  
PARTNERS™**



**BORER**  
FAMILY DENTISTRY

**454 MCQUEEN SMITH RD S**

Prattville, AL 36066

**Two Tenant Dental  
Investment Opportunity**

Offering Memorandum

**4.5 Years Remaining | 100% Occupied | 8.50% Cap | \$1,120,000**



**MATTHEWS™**

EXCLUSIVELY LISTED BY

**Hutt Cooke**

Broker of Record

(615) 521-6955

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Broker License No. 000168807-0 (AL)

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# Property Overview

454 McQueen Smith Rd S  
Prattville, AL 36066



# Investment Highlights

## Tenant & Industry

- **Strong Historical Occupancy** — This office has been home to dental and orthodontics practices for over 20 years, providing a buyer with a high level of comfort with the success of the current property use
- **Healthcare Real Estate** — Healthcare properties are highly sought after for their resistance to e-commerce and resilience against economic downturns
- **Sticky Investment** — Dental and orthodontic clinics rarely relocated due to very high build-out costs and difficulty in retaining the same patients after relocating. The price/sf for interior build-out on many dental offices is above \$150/SF
- **Location Commitment** — Both tenants extended their leases in late 2025, demonstrating a commitment to this location and providing confidence in the success of both practices
- **High Traffic Thoroughfare** — The property sits just up from the intersection of McQueen Smith and Cobbs Ford Rd, which has a combined traffic count of 36,000 cars per day and is a major thoroughfare within the city. McQueen Smith Rd sees nearly 18,000 cars per day in front of the property
- **Next to Walmart Supercenter, Dozens of National Tenants** — The property is next to a Walmart Supercenter and sits within a massive retail corridor that is home to Target, Publix, Hobby Lobby, Home Depot, Lowe's, and dozens of other national retail tenants.

## Property & Location

- **Orthodontic Partners is a Dental Support Organization with roughly 100 orthodontics offices** across the country. They expand by acquiring existing and successful practices that are already established within their market.
- **\$154 Billion Industry** – Dentistry is one of the largest industries in medicine and grows by an average of 2.4% annually
- **2020 Practice Acquisition, 2025 Lease Renewal** — Orthodontic Partners partnered with this practice in 2020 and renewed their lease in 2025, demonstrating a long-term commitment to the market





**RTJ Golf Trail at Capitol Hill**  
Golf Course

**Century HomePlace Apartments**  
±240 Units



**Daniel Pratt Elementary**  
±1,045 Students



**THE JACKSON CLINIC**



**Walmart Supercenter**  
Top 14% of National Locations  
Source: AlphaMap



**ALDI**  
Top 14% of National Locations  
Source: AlphaMap

**The Mills at 601 Apartments**  
±136 Units

**Highland Lakes Apartments**  
Gated Community | ±224 Units

**montgomery, prattville & pike road**  
pediatric dentistry &  
family orthodontics

**Subject Property**

McQueen Smith Rd S ± 17,740 VPD



**Central Alabama Community College**  
±1,900 Students

**PRO IMPACT**  
PHYSICAL THERAPY

**Autauga**  
FAMILY FOOTCARE CLINIC  
**Autauga Station Dental**  
FAMILY & COSMETIC DENTISTRY  
Zackery E. Eades, DMD  
**Southern Orthopaedic Surgeons**  
**Weight Clinic**  
Practices, LLC



±77,770 VPD

**PETRUNIC**  
ORTHODONTICS

**HOLLEY**  
DENTAL GROUP  
**CHAPMAN**  
ORTHODONTICS  
MAKES ME SMILE

**Summerchase Apartments**  
±152 Units

**Brentwood Landing Apartments I & II**  
±96 Units

**The Point at Fairview Apartments**  
±192 Units

**McQueen Smith Rd S ± 17,740 VPD**

**Subject Property**



**montgomery, prattville & pike road**  
**pediatric dentistry &**  
**family orthodontics**

**454 McQueen Smith Rd S**  
Prattville, AL 36066

**±3,910 SF**

GLA

**2001**

Year Built

**±5 Years**

Term Remaining

**\$1,120,000**

List Price

**8.50%**

Cap Rate



# Financial Overview

454 McQueen Smith Rd S  
Prattville, AL 36066



# Financial Summary & Rent Roll

**\$1,120,000**

List Price

**8.50%**

Cap Rate

**±3,910 SF**

GLA

**±4.5 Years**

Term Remaining

## Rent Roll

| Tenant                 | Lease Start | Lease End  | Term Remaining | Monthly Rent | Annual Rent | Rent Increases | Options |
|------------------------|-------------|------------|----------------|--------------|-------------|----------------|---------|
| Orthodontic Partners   | 10/26/2026  | 10/25/2030 | ± 4.5 Years    | \$4,236.64   | \$50,839.68 | 3% Annual      | None    |
| Borer Family Dentistry | 10/3/2025   | 10/2/2030  | ± 4.5 Years    | \$3,700.00   | \$44,400.00 | 2% Annual      | None    |
| Totals                 |             |            |                | \$7,936.64   | \$95,239.68 |                |         |

## FINANCING INQUIRIES

Andrew Marcus

(201) 787-6030

andrew.marcus@matthews.com

# Tenant Overview

Year Founded  
2019

Headquarters  
Grand Rapids, MI

Website  
[orthodonticpartners.com](http://orthodonticpartners.com)

Locations  
±100

Employees  
126+

Ownership  
Private



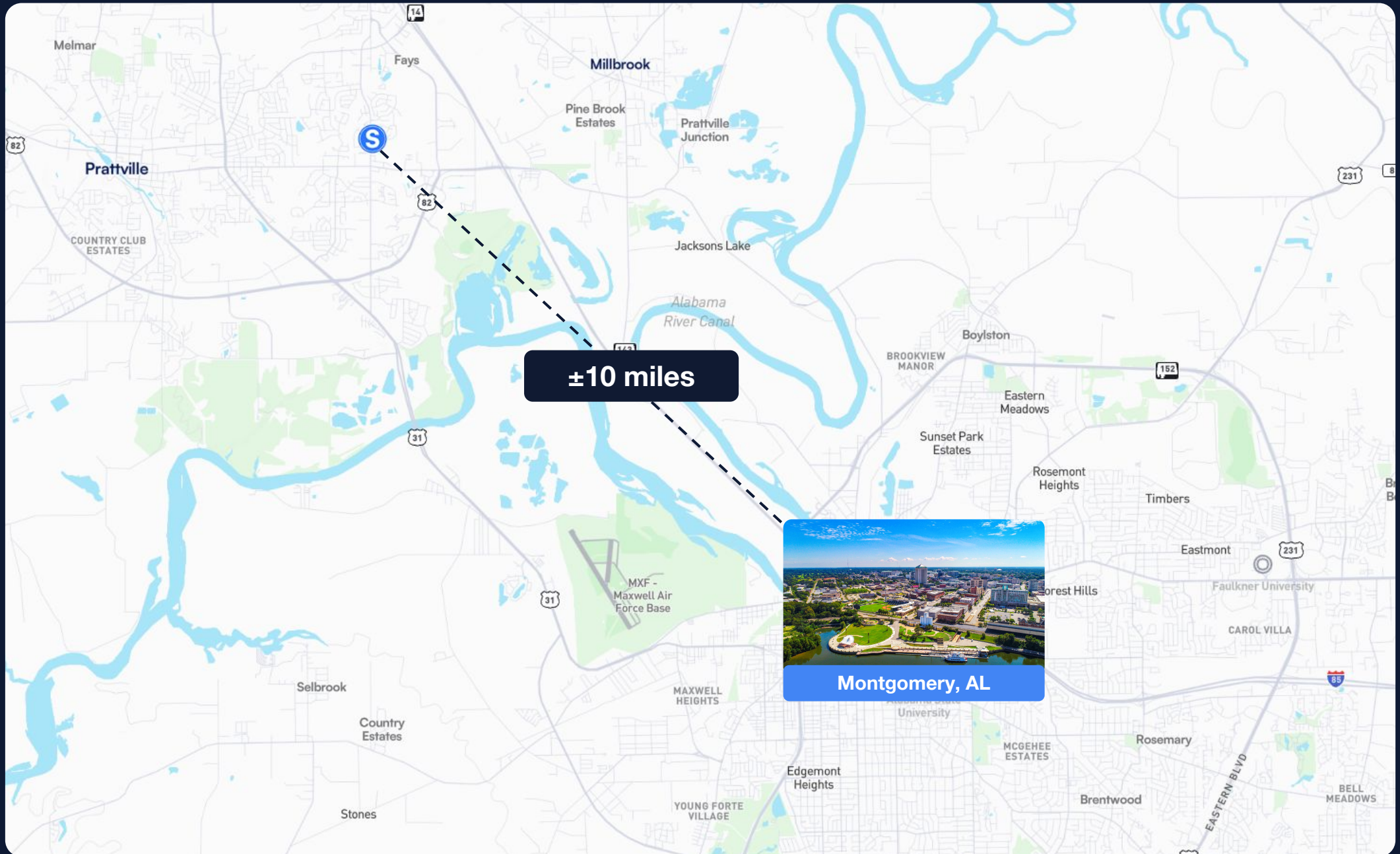
## Tenant Overview

Orthodontic Partners is a private, orthodontist-founded orthodontic service organization (“OSO”) that supports affiliated specialty practices with centralized business services while preserving clinical autonomy and local brand identity. From an investor perspective, the platform presents as a differentiated healthcare services operator: doctor-led, growth-oriented, and built around established regional practices rather than a single consumer-facing banner. That structure can be appealing in a retail context because it combines the resiliency of healthcare demand with a service model focused on local reputation, recurring patient flow, and long-term community presence.

Founded in 2019, Orthodontic Partners is headquartered in Grand Rapids, Michigan and operates as a privately held / private equity-backed company. The business was launched by leading orthodontists including Dr. Jeff Kozlowski and Dr. Jamie Reynolds, and is led by CEO Chip Hurlburt. Credit ratings from S&P and Moody’s do not appear to be publicly available. Orthodontic Partners positions itself as a national OSO serving partner practices across multiple states, with the company reporting 30 partner practices and 77 locations in its Spring 2024 company newsletter. Its model emphasizes affiliation with high-quality orthodontic practices, centralized support in areas such as accounting, HR, recruiting, analytics, operations, and marketing, and continued investment in clinical collaboration and practice growth.

# Market Overview

454 McQueen Smith Rd S  
Prattville, AL 36066



# Prattville, AL

## Market Demographics



**38,000**  
Total Population

**\$72,000**  
Median HH Income

**14,000**  
# of Households

**72%**  
Homeownership Rate

**18,000**  
Employed Population

**38**  
Median Age

**\$240,000**  
Median Property Value

**27%**  
Bachelor's Degree

## Local Market Overview

Prattville, located within the Montgomery metropolitan area, has experienced steady population growth driven by its affordability, quality of life, and proximity to Alabama's capital. The area benefits from a strong suburban appeal, attracting families and retirees seeking access to healthcare services within a less congested environment. Median household incomes in Prattville exceed many surrounding rural communities, supporting consistent demand for outpatient medical services, primary care, and specialty clinics. The city's expanding residential base, combined with regional population inflows, continues to elevate healthcare utilization rates.

Healthcare demand is further reinforced by the area's aging demographic and its role as a service hub for Autauga County and neighboring rural markets. Prattville's accessibility via Interstate 65 enhances patient draw from surrounding communities, while ongoing residential and retail development supports long-term patient base growth. The presence of established regional medical systems in nearby Montgomery strengthens referral networks and specialty care access, positioning Prattville as an attractive location for outpatient healthcare investment and expansion.

## Property Demographics

| Demographics                  |           |           |           |
|-------------------------------|-----------|-----------|-----------|
| Population                    | 1-Mile    | 3-Mile    | 5-Mile    |
| Five-Year Projection          | 7,839     | 33,346    | 56,022    |
| Current Year Estimate         | 7,739     | 32,337    | 54,611    |
| 2020 Census                   | 7,757     | 31,796    | 54,131    |
| Growth Current Year-Five-Year | 1.29%     | 3.12%     | 2.58%     |
| Households                    | 1-Mile    | 3-Mile    | 5-Mile    |
| Five-Year Projection          | 3,312     | 13,598    | 22,545    |
| Current Year Estimate         | 3,233     | 13,083    | 21,786    |
| 2020 Census                   | 3,127     | 12,596    | 21,143    |
| Growth Current Year-Five-Year | 2.43%     | 3.93%     | 3.48%     |
| Growth 2020-Current Year      | 3.41%     | 3.87%     | 3.04%     |
| Income                        | 1-Mile    | 3-Mile    | 5-Mile    |
| Average Household Income      | \$121,855 | \$111,030 | \$104,548 |



Total Population  
390,000+

Annual Visitors  
2.5+ Million

# MONTGOMERY, AL

Greater Montgomery serves as a governmental, military, and economic anchor for Central Alabama, with a 2024 metropolitan population exceeding 390,000 and steady growth supported by a strong base in healthcare, public administration, and advanced manufacturing. Anchored by Maxwell Air Force Base and the Alabama state capital, the region attracts a stable workforce of government, military, and civilian professionals. Its strategic location along Interstate 65 and proximity to major Southeastern markets enhances Montgomery's appeal for long-term residence, investment, and regional commerce.

The metro demonstrates stable economic fundamentals, with a 2024 median household income of approximately \$60,000, supported by key industries including healthcare, government, manufacturing, and logistics. While incomes remain below national averages, Montgomery offers a highly affordable cost of living, sustaining consistent housing demand and consumer activity. Its combination of institutional stability and ongoing economic diversification continues to position the city as a reliable market for developers and investors.

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This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at 454 McQueen Smith Rd S, Prattville, AL 36066 ("Property"). The Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews™. The material and information in the Offering Memorandum is unverified. Matthews™, has not made any investigation, and makes no warranty or representation, with respect to square footage, income and expenses, the future financial performance of the property, future rent, and real estate value market conditions, the condition or financial prospects of any tenant, or the tenants' plans or intentions to continue to occupy space at the property. All prospective purchasers should conduct their own thorough due diligence investigation of each of these areas with the assistance of their accounting, construction, and legal professionals, and seek expert opinions regarding volatile market conditions given the unpredictable changes resulting from the continuing COVID-19 pandemic. The information is based in part upon information supplied by the Owner and in part upon financial information obtained from sources the Owner deems reliable. Neither owner, nor their officers, employees, or real estate agents make any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum, or any of its content, and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

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2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner.

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Owner and Matthews™, expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Owner or Matthews™, or any of their affiliates or any of their respective officers, directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date of this Offering Memorandum.

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